

"Harlene" Hair Drill



KEEP THIS FOR REFERENCE.

"Harlene-Hair-Drill" Manual.

PART I.—How to make and keep the hair healthy and overcome those hair troubles which when neglected lead to hair loss and (in men) early baldness.

PART II.—How all women can enhance their Hair Beauty and save £ £ £'s a year on their Hair Waving Bills by practising "Hair-Wave-Drill." Page 9.

PART III.—Good News for the Grey-Haired. Page 12.

TO a great extent one's whole appearance depends upon the condition of the hair. To men and women in their many spheres of activity—business, social, or domestic—the question of Hair Health is of Vital Importance.

More forcibly than ever to-day is the matter of importance to women, for with the simple short hair fashions which prevail, the Health and Vitality of the hair is of the utmost consequence.



Usually with men the first sign of hair trouble is the thinning or receding of the hair from the temples; the comb will bring away hairs from other parts too. Watch your hair closely, for as it becomes thin and impoverished so your appearance ages. Start your daily Hair-Drill at once and keep a well-groomed manly appearance.

Short hair that is thin, "skimpy," dull or lifeless, certainly does not add to the charm or youthful appearance of its possessor and the only way to ensure the beauty of your hair, is to encourage it to take on a real lively "sparkle" and healthy vitality. It is significant that at this time, when short-hair fashions are so much to the fore, "Harlene-Hair-Drill" is more universally popular than at any other period of its history.

Refusing to believe that falling hair and baldness was unavoidable, Mr. Edwards strove to discover the means whereby the hair roots might be revitalised when they had become weakened. Taking his observations from Nature herself, he found that hair growth could be stimulated and that the hair roots could be revitalised by systematic processes.

He discovered that when the hair became weak it needed food just like every other organ of the body. This nourishment he provided in his wonderful preparation "Harlene" which he made supremely beneficial by the simple, homely, pleasant yet thoroughly scientific toilet exercise, "Hair-Drill."

PART I.

How Hair Troubles are Caused.

It is a law of nature that exercise and the right kind of food are necessary to Health and it is the failure to recognise that this law applies also to the Hair that, in the great majority of cases, accounts for the prevalence of such hair troubles as Loss of Tone or Lustre—Falling or Splitting Hair—Too Greasy or Too Dry Scalp—Scurf—Complete or Partial Baldness, etc. Many thousands of men and women imagine that the hair will “look after itself” and think that if the hair is brushed, pomaded, and washed regularly it should keep in good condition.

The hair will **not** keep healthy under this treatment and sooner or later such troubles as the above will make their presence known.

The reason for this is that dust, dirt, scurf, and scaly or greasy deposits **which it is beyond the power of ordinary cleansing to eradicate**, collect on the scalp and thus choke up and render unhealthy the hair growths at the roots. The oil glands which lubricate the hair also become disorganised and display either too great or too little activity.

The consequence is that through this actual lack of care, the hair becomes impoverished and baldness is threatened.

It is apparent therefore that what is required to keep the hair in good condition or to restore it to health after it has become unhealthy is:—

1. To make sure that the scalp is entirely free from all dust, dirt, scurf, etc.

2. To **feed** the hair with **the right kind of Hair Food**, to revitalise the hair roots and regulate the functioning of the oil glands.

3. To exercise the scalp so that the maximum benefit may be derived.

This is exactly what “Harlene-Hair-Drill” does!



Can any picture so graphically tell the story of hair trouble as this. Examine your brush and comb and if even one loose hair appears, then, whether “bobbed” or not, is the time to start Hair-Drill. “Bobbed” hair that is skimpy and straggly certainly does not add to one’s charm. You can gain thick healthy hair easily the “Harlene” way.

First Signs of Hair Trouble.

You can always tell when your hair is "going wrong." If you notice stray hairs on your brush and comb, or if, when you waken in the morning you notice them on your pillowslip, or if your hair is splitting at the ends, you should take it as a warning—a serious warning—that your hair is becoming brittle or is falling from the follicle owing to trouble at the root.

Scurf and other deposits betoken an unhealthy state of the scalp and are a sure sign that if immediate steps are not taken your hair will become permanently damaged—in fact may disappear altogether in course of time.

Harlene-Hair-Drill is as important to men as to women. Every man should practice it daily.

If your "parting" is wide or irregular, it is a sign of hair deterioration and decay.



It would be a serious mistake to disregard these Danger Signals of the hair for none of these troubles show themselves at once and the fact that they have become noticeable is an indication that they have already gone a long way towards ruining the hair.

It is imperative therefore that you commence **at once** the regular practice of "Harlene-Hair-Drill." Then, and then only, can you be sure the danger is over.

From the first day the condition of your hair will improve for "Harlene" feeds, stimulates, and at the same time cleanses the hair roots and shafts and fertilises the papilla from which the hair grows. Also, by means of the gentle exercise known all over the world as "Hair-Drill," "Harlene" is massaged into the scalp so that its full powers are brought to bear in revitalising the nerves and capillary vessels which control the Health and Growth of the Hair.

Don't Run the Risk of Baldness ! !

Though at present your hair may be all that is desired and you may feel yourself far removed from Hair Poverty, you must be careful lest your hair loses its attractiveness. With the nerve-deteriorating conditions of to-day and with the short hair fashions at present in vogue there is **always** the risk of baldness for women as well as men.

It is a noteworthy and seriously-to-be-considered fact that, **since men have worn their hair short they have been particularly liable to baldness !** Those women who have been worried about the general lifeless character of their hair since it has been cut short should take heed of this warning. Those whose hair appears to be "alright" should also consider this question closely. Everybody runs the risk of Hair Loss and it behoves all ladies, and men also, to **prevent** this great danger. There is only one way—"Harlene-Hair-Drill," which is actually a necessary Toilet Exercise for everybody, if they wish their hair to retain its vitality.

"Harlene-Hair-Drill" should be practiced daily by every member of the household for there is no surer means of preserving the health and strength of the hair than by the pleasant two minutes a day "Hair-Drill."

"Which Brilliantine ought I to use?"

The question of the final "dressing" or "polish" of the hair is naturally one of considerable importance.

To give the right touch of distinction and lustre—to give the hair that refined "radiance" and order which adds so much to the appearance, and at the same time to benefit the hair and to get the best possible results from "Harlene-Hair-Drill" it is necessary to use "Uzon" Brilliantine—a scientifically prepared toilet requisite which has a distinctive perfume, dainty and alluring, that never becomes stale or pungent. Hosts of people of both sexes suffer from a lack of the natural oil which is necessary to keep the hair in condition and to prevent it becoming over-dry and consequently brittle with a tendency to split at the ends. "Uzon" Brilliantine is of special benefit in cases where the hair and scalp are inclined to be "dry" and is obtainable from all chemists at $1/1\frac{1}{2}$ and $2/9$.

How to carry out "Harlene-Hair-Drill."

It has already been mentioned that the hair and scalp must be thoroughly cleansed of the dust and other deposits which inevitably accumulate there. Great care must be exercised in the medium used for this as the strong soaps and chemicals often recommended are sometimes instrumental in making the condition of the hair worse than before. There is no finer or more hygienic method of preparing the hair for "Harlene - Hair - Drill" than the use of "Cremex" Shampoos which have been specially prepared to avoid this danger.

"Cremex" is a revelation to those who



Before commencing the actual "Hair Drill" as described on this and the next page you should enjoy a "Cremex" Shampoo, which thoroughly cleanses the scalp and hair, and removes all grease, &c.



Firstly—Lift the hair gently with the fingers, as shown in the illustration

have hitherto used only the ordinary shampoo powder or soap. It allays all scalp irritation instantly, frees the hair from every trace of dust, and brings a delightful sense of ease and exquisitely refreshing comfort. It is, moreover, delightfully perfumed, and its refined fragrance adds much to the real enjoyment its use always brings.

Having cleansed the scalp with this delightful "Cremex" Shampoo we proceed to the actual "drilling" of the hair. The different stages are shown in the illustrations accompanying.

First.—Run the fingers lightly through the hair and raise it from the scalp as shown on the opposite page.

Second.—Sprinkle the hair thus raised with "Harlene."

Use sufficient to penetrate to the roots, but do not bathe the hair—just sprinkle lightly.

Third.—Now place both hands once more under the hair and press gently on the scalp. Commence in the



Secondly—Having lifted the hair, just sprinkle "Harlene" on the hair and scalp as shown above. Whether the hair is worn "shingled" or in length, the method of "Drill" is the same.



front of the head, and with a gentle, creeping, kneading motion move the scalp about very lightly on the cranium. Then repeat the process from the back, and finally from the sides of the head, working always towards the crown.

Thirdly—This picture shows how the invigorating "Harlene-Hair-Drill" exercise is performed.

(See illustration.)

NOTE.—Although the “Hair-Drill” process has been described in full, it is not, of course, necessary to shampoo the hair every day before “drilling.” A shampoo once every week or ten days according to individual circumstances is sufficient.

Now although it takes some little space to explain the details of “Hair-Drill,” you will find that the whole process takes less than three minutes to perform. Do not press hard. There is no vigorous rubbing required. The best results are obtained by simple, gentle, persistent massage for two minutes every morning—only two—and in a short time you will be delighted beyond measure with the splendid improvement in your hair.

Children should also be encouraged to practise it, for by so doing when they are older they will ensure for themselves a dower of strong, healthy, beautiful hair.

Children's Hair should never be washed with strong soaps. “Cremex” Shampoo Powders are the ideal shampoos for children, being anti-parasitic and antiseptic, thus at once avoiding many common hair troubles and scalp irritations.



Ladies remember! “Bobbed” or “Shingled” hair will keep a fine even thickness if you practise “Hair-Drill” regularly. No more skimpy, splitting ends that make short hair look so impoverished. As the hair grows stronger and thicker it grows brighter and more beautiful.

Men, too, remember that “Hair-Drill” keeps the hair not only thick and healthy, but always in a well-groomed condition.

The New “Harlene” “HAIR-WAVE-DRILL”

Saves £ £ £'s On Your Hair Dressing Bills.



THE brilliant new Toilet Discovery known as “Hair-Wave-Drill” is a combination of “Harlene-Hair-Drill” plus the most marvellous Hair-Waver in existence. That, in a few words, is the secret of its great success for there never could be a more happy Hair Beautifying combination. Indeed, it has commenced a new fashion in hairdressing, for while it will make “uninteresting” hair beautiful and beautiful hair **more** beautiful, it saves more than 17/6 in the £1 on hair waving costs! And the price of the “Harlene” Hair Waver is only 2/6 post free!

Study these Photographs.

You have been told how "Harlene - Hair - Drill" makes the hair healthy and keeps it at the highest peak of perfection. Add to this the fact that the "Harlene" Waver, by reason of its special attachment—the "Kinking" Bars—reproduces perfectly that alluring sharp wave crest or "kink" in each wave which hitherto only the most expert professional hairdresser could produce, and it will be obvious to you that the money and time spent at hairdressers' establishments is now an unnecessary waste



Quite apart from the saving in money, however, there is the almost incredible hair beauty which "Hair-Wave-Drill" has now made possible for all ladies. Words cannot describe it and we can do no better than to let the photographs (taken during the actual progress of "Hair - Wave - Drill") which appear on this and the next page, tell their own story.



There at a glance you have the reason why "Hair - Wave Drill" has gained such hosts of enthusiastic supporters all over the country.

These photographs show in a most decided manner how it is possible to have **more** beautiful hair at **less** cost.

The great secret of the success of "Hair-Wave-Drill" is that hair so treated always looks natural for "Harlene" **encourages** the natural waviness of the hair. The hair is **persuaded** to wave and not **forced** to do so as is generally the case.



*Contrast the alluring beauty of the hair above with the top photograph on the preceding page. The amazing difference which you see is **SOLELY** due to "Hair-Wave-Drill."*

Here is a hint worth remembering, whether you wave your hair at home or entrust it to a hairdresser, **always** practise "Harlene-Hair-Drill" regularly for there is no better method of keeping the hair in the finest possible condition for perfect waving.

The full directions for "Hair-Wave-Drill" are contained in the Special Instruction Chart which is enclosed with this Manual.

Decide to start now !

PART III.

GOOD NEWS for the GREY-HAIRED. A VALUABLE DISCOVERY—ASTOL.

Nothing causes one to lose one's youthful appearance more quickly, nor adds so many years to one's life as Grey hair, and particularly unfortunate are those who have this mark of past-the-prime upon them at an early age for to become prematurely Grey is to be robbed of many of the joys of life.



*How Grey Hair ages the
general appearance.*

*How "ASTOL" accomplishes its
wonderful, rejuvenating work.*

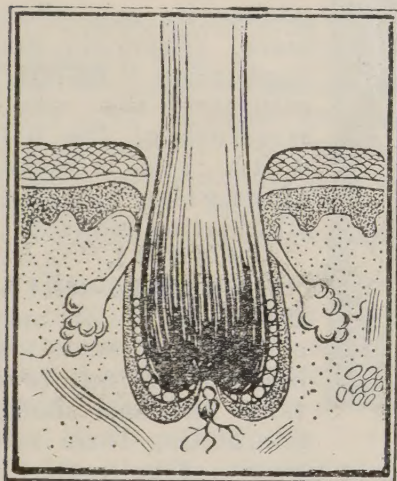
It is not enough to **feel** young, you must **look** young. Quite apart from the stigma put upon the Grey-haired by this bristling, pushful world, it is an undoubted fact that to look old is to feel old, for appearance has a tremendous effect upon temperament.

Hitherto the only remedy for Grey hair was to resort to indifferent dyes—always troublesome, generally injurious, and what is worse, nearly always easily detected. But to-day there is a discovery, made by our leading hair specialist, which will at once give new hope and encouragement to every man and woman whose hair is losing colour or is already grey or white.

To sum it up in one word—"ASTOL."

This fine prescription is so delightfully refreshing to use, so simple and yet so efficacious in results, that nowadays the appearance of growing old is merely a bad habit, which a timely application of "**ASTOL**" will quickly stamp out.

After years of careful experiment and research into the causes of loss of hair colour, the inventor's labours have been crowned with success, and he is able to give the whole world the benefit of this discovery.



*Diagram of Grey Hair
showing colouring matter at root*

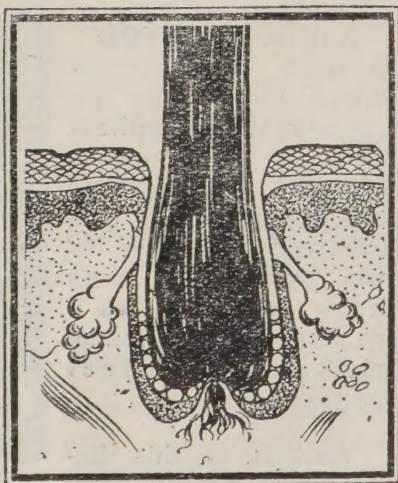
That it is pleasant, simple and stimulating in use. Neither greasy nor sticky, it does not stain the fingers in using nor the skin of the scalp. It is also delicate and refined, and has not the faintest trace of the unpleasant smell which characterises dyes.

Let us briefly explain. The colouring matter which gives to the hair its beautiful tint is contained in a central core or shaft which runs right up through each individual hair. Greyness or loss of colour is often caused by the presence of a large number of air bubbles getting into this central shaft.

Briefly, the qualities which make "**ASTOL**" seem almost miraculous to so many of its users are:—

That it completely restores Grey, White or Faded Hair, even if of many years' standing, to youthful colour once more.

That it is not a mere paint or dye, but a real remedy for hair which has lost its colour.



*Diagram of Hair
restored by "ASTOL."*

These air bubbles are, of course, transparent, and they drive the colouring cells of the hair so far apart that the hair appears grey or even completely white. Usually the disorder starts in the hairs around the temples. You can tell at once when this ageing decline in hair health is beginning. Sometimes the hair has a banded or variegated appearance. In other words, rings of greyness appear on each hair alternately with other rings of the hair's own colour.



Men cannot afford to be Grey.

natural function from the roots upward, thus restoring the hair once more to its proper healthy colour and condition.

And once **"ASTOL"** is used, the hair remains (with only an occasional re-application in some cases) **constant in colour and lustre** making you infinitely younger in the eyes of all who know you, and, as a natural consequence, making you **feel** younger.

And it is this discovery which Mr. Edwards, the Royal Hair Specialist, has now given to the world, and which you can use for yourself, beginning at once.

Now see how **"ASTOL"** accomplishes its marvellous work. From the first application **"ASTOL"** saturates the whole structure of the hair with its colour strengthening and stimulating influence.

"ASTOL" and **"HARLENE-HAIR-DRILL"** not only combine to renew lost hair colour, but revitalise the hair shafts, stimulating them into



In a young woman Grey Hair is a tragedy.

Directions for "Hair-Drill" for Grey and Faded Hair.

SPECIAL NOTE.—It is important that before "ASTOL" is applied the hair should be thoroughly clean and dry, and free from all traces of grease, scurf, &c.

To assure this condition the hair should be shampooed overnight with a "CREMEX" Shampoo, which not only thoroughly cleanses the hair and scalp, but at the same time separates any hairs which may have become matted together from any cause, rendering them soft and pliable, and generally prepares each tendril of hair for the reception of "ASTOL" in such a manner as to secure the quickest and most satisfactory results.

Next morning, and each succeeding morning, from a tea-spoonful to a table-spoonful of "ASTOL" (according to quantity of hair) should be applied by means of a tooth-brush or similar stiff-bristled brush to the hair itself. The hair should be brushed in the direction from root to tip, taking care to see that, as far as possible, each tendril of grey, discoloured, or faded hair comes under the brush.

REMEMBER.—Do not rub "ASTOL" into the scalp. Merely apply this natural colour-restorative to the actual hair itself, as described above, and you will be both delighted and surprised at the rapid restoration of the natural tints of your hair. Continue this method for seven days, then shampoo again with "CREMEX," after which apply "ASTOL" again for seven days, and continue thereafter until the desired shade of colour is realized, bearing in mind that the hair should be shampooed about once a week all the time "ASTOL" is being applied.

GROWTH OF HAIR.—Men who are troubled with partial baldness, and women who desire increased hair growth and lustre, will find in Edwards' "HARLENE" a splendid preparation for the purpose. This preparation is strongly recommended as a hair tonic and food where increased growth is required, as it is not claimed that "ASTOL," which is a colour restorative, will grow new hair.

SHAKE THE BOTTLE.

PRICE LIST.

"HARLENE" FOR THE HAIR—The great Hair Grower and Hair Food, used daily in "Hair-Drill" by millions of people, including Royalty. In 3 sizes, 1/1½, 2/9 and 4/9 per bottle.

"HARLENE" HAIR WAVER.—This wonderful yet simple New Appliance will produce a wave at home with all the appearance of West End professional skill and forms part of the new Harlene "Hair-Wave-Drill." Price 2/6 each.

"ASTOL" FOR GREY HAIR.—A remarkable new discovery which quickly remedies Hair Discoloration, including Whiteness or Bleaching of the Hair, Hair Sprinkled with Greyness, Total Greyness, Greyness in Patches. 3/- and 5/- per bottle.

"CREMEX" SHAMPOO POWDERS.—Unequalled for ridding the scalp of dandruff and scurf, and preparing the hair for the "Hair-Drill" exercise. 1/6 per box (7 powders).

Single powders, 3d. each.

"UZON" BRILLIANTINE.—For over-dry hair. Adds a final touch of dressiness unobtainable by any other means.

In two sizes, 1/1½ and 2/9 per bottle.

"JUNOFLORIS" SPRING-BREATH TABLETS.—An entirely new preparation in tablet form, for completely overcoming unpleasant breath. It is antiseptic, a stomach as well as a mouth deodorant, and *not a cachou.* Price 7½d. and 1/1½ per box.

"JUNOFLORIS" SPRING-BREATH DENTIFRICE.—The new wonder Dentifrice. A delightful cleansing and deodorising Cream for the Teeth and Mouth. Instantly overcomes unpleasant or impure breath. Ensures pearly white teeth and hard, healthy gums. Possesses extraordinary cleansing powers, is antiseptic, hygienic, detergent and preservative, but cannot harm or scratch the enamel. Price 7½d. and (large size) 1/1½ per Tube.

"ASTINE" VANISHING CREAM.—The most effective vanishing cream yet produced; finest possible protection against the ill-effects of sun and wind. A great complexion improver. Price 1/1½ and 2/9 per jar.

"ASTINE" TOILET SOAP.—Absolutely pure, it is most useful to all who value their complexion. Gives a smooth creamy lather, and is suitable for even the tenderest skin. Price 2/6 per box of 3 tablets.

"ASTINE" SHAVING STICK.—Instantly produces a splendid lather, which does not dry on the face. Softens the roughest bristles, and leaves the skin clear and free from roughness after shaving. Price 1/1½ per stick.

"ASTINE" NAIL CREAM.—A splendid new preparation for giving a brilliant and lasting polish to the finger-nails. Most pleasant and easy to use. Price 1/1½ per jar.

Any or all of the above articles will be sent to any address in Gt. Britain on receipt of price.
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